

BUYUSA – U.S. Commercial Service in Canada

Canadian Firms Invited to Meet the U.S. Delegation at ProcurMed 2017

Location:

Novotel, Technoparc Montreal
2599 Boulevard Alfred Nobel,
Saint-Laurent, Montreal QC H4S 2G1, Canada

Date: May 11, 2017

The U.S. Commercial Service in Canada is proud to host the U.S. Delegation at ProcurMed 2017, a forum gathering U.S. suppliers and Canadian buyers of medical devices and health IT technologies.

During the forum, U.S. companies operating in the healthcare sector will be featured to potential business partners, and health professionals in Canada. These companies will showcase dynamic products in healthcare that will be beneficial to the Canadian markets.

This delegation is looking to meet and establish ties with Canadian companies and associations to further cultivate the world's largest and most comprehensive trade relationship.

Please click on the links below to find company profiles and product details of the U.S. Delegation.

U.S. Delegation Profiles

Edwards Lifesciences
Cincinnati Sub Zero LLC
Kay Kare
Nu-Vois LLC
White Bear

For additional information and/or to schedule an appointment, please contact:

Connie Irrera, Commercial Specialist
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Cincinnati Sub Zero LLC

12011 Mosteller Road
Cincinnati, Ohio 45245
Tel: 513-326-5861
www.cszmedical.com

Company Representative at ProcurMed 2017:

Daniel Conde, Region Manager- Canada and Latin America
Cell: 513-500-7784
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Company Profile:

Cincinnati Sub Zero has been a leading provider of temperature management equipment for over 75 years. They serve the medical and industrial industries with high quality temperature management products and services worldwide. For the healthcare market, their medical division designs products with both the caregiver and patient in mind. Products are designed for patient comfort and ease of use with innovation and products used to manage patient body temperature in the operating room, recovery room, intensive care units and other areas of hospitals throughout the world.

Products:

- Hypo/Hyper thermia for temperature management
- Warming devices for surgery

Objectives(s) at ProcurMed 2017:

- To identify a distributor and/or sales representative with experience selling in the OR, ICU, and NICU units. Candidates must have a dedicated clinical knowledge/support and technical capabilities to service medical equipment.



Edwards

Edwards Lifesciences

One Edwards Way

Irvine, CA 92614

Tel: 905-819-6936

www.edwards.com

Company Representative(s) at ProcurMed 2017:

Trinh Luong, Senior Manager, Market Access and Public Affairs

Cell: 647-960-8696

Email: trinh_luong@edwards.com

Company Profile:

Edwards Lifesciences, is the global leader in patient-focused medical innovations for structural heart disease, as well as critical care and surgical monitoring. Driven by a passion to help patients, the company collaborates with the world's leading clinicians and researchers to address unmet healthcare needs, working to improve patient outcomes and enhance lives.

Products:

- The Edwards SAPIEN family of valves, including Edwards SAPIEN XT and SAPIEN 3 transcatheter aortic heart valves and their respective delivery systems - used to treat heart valve disease using catheter-based approaches for certain patients deemed inoperable or at high risk for traditional open-heart surgery
- The EDWARDS INTUITY Elite valve system - a rapid deployment device for surgical aortic valve replacement, designed to facilitate minimally invasive surgery and streamline complex aortic valve replacements, thereby offering a cutting-edge treatment option for patients with aortic valve disease
- The FloTrac Sensor - a practical, reliable, and minimally-invasive solution that provides dynamic and flow-based hemodynamic parameters through an existing arterial line
- The Edwards Clear Sight system - a non-invasive hemodynamic monitoring system that offers advanced hemodynamic information, comparable to that provided by minimally invasive catheters, using an inflatable finger cuff

Objectives(s) at ProcurMed 2017:

- To meet with purchasing organizations for hospitals; senior hospital administrators and provincial ministry of health senior officials

**Kay Kare**

3800 Fairfax Drive #306

Arlington, VA 22203

Tel: 855-226-9407

www.KayKare.net

Company Representative(s) at ProcurMed 2017:

Kahkashan Neseem, CEO/Founder,

Cell: 614-309-8462

Email: KayKare@gmail.com

Company Profile:

Kay Kare designs and develops arm braces to support, protect and immobilize shoulders that have been weakened, paralyzed, in pain and for medical and surgical necessities. Kay Kare has patented a new open flap technology that promotes easy and efficient application method, comfort and support. An independent study done by a leading institution compared Kay Kare braces to leading braces in the market with objective measures. The study significant findings show

- 1) Ranked highest for ease of use
- 2) Tested better for comfort and shoulder stability
- 3) Rated best for speedy application and learning curve

Products:

- The brace has a patented new technology that is an open flap, which rolls over the affected arm forming a sleeve to secure the arm in place. Instead of trying to move a painful or a weak arm to fit in a brace, the brace itself fits over the arm. It does not have a strap pulling on the neck like most of the other braces in the market causing unnecessary pain to the neck. It promotes performance and modesty of the patients by its compact design with minimal use of straps and buckles. It will solve compliance issues and increase efficiency of the clinicians involved with arm brace application.

Objectives(s) at ProcurMed 2017:

- To meet with companies who are already in the market that are interested in adding the arm brace to their product line
- English is a plus in communication skills.



Nu-Vois
Your Answer to Communication
www.nu-vois.com

Nu -Vois LLC

1100 W Taylor Ave Suite 100

Meridian, Idaho 83642

Tel: 208-322-1111

<http://www.nu-vois.com/about.php>

Company Representative(s) at ProcurMed 2017:

David Hannah, President

Cell: 208 -322 -1111

Email: dhannah@nu-vois.com

Company Profile:

Nu-Vois LLC manufactures and sells an artificial Larynx that aids laryngeal patients to speak. All Nu-Vois models are designed to be adjusted externally, unlike other competitors that require disassembly to make adjustments.

Products:

- Xtra-Vois (analog)
- Nu-Vois I (analog)
- Nu-Vois II (digital)
- Nu-Vois III (digital)

Objectives(s) at ProcurMed 2017:

- To meet with purchasing organizations for hospitals whom already have medical industry contacts preferably in the ENT field
- English speaking and writing ability is required.



White Bear Associates

61 Pamela Drive

Drums, PA 18222

Tel: (570) 582-8835

<http://whitebearmedassociates.com/>

Company Representative(s) at ProcurMed 2017:

Barry Kraynack, MD, President

Tel: (570) 582-8835

Email: bjkraynack@msn.com

Company Profile:

White Bear Associates works with foreign companies interested in bringing their medical technology to the USA, Canada, Australia and New Zealand. We are registered with the FDA to import and distribute medical products. We work with high-end products in specialized clinical areas. We specialize in finding and evaluating innovative new technology, and analyze market data and financial impact. We like being the first to bring them to market. We actively source products from a wide range of international medical device companies and are retained for to find sales representatives and vendors.

Products:

- Nasal applications product for treatment of chronic migraine, headache, post-spinal headache, and other pains such as TMJ, Trigeminal Neuralgia (Tic Douloureux), and Atypical Facial Pain. It is a needleless application to block the Sphenopalatine Ganglion. It is safe and effective as a chronic therapy when compared to current treatments like Botox, injection or other nasal applicators and easily performed. It does not need fluoroscopy or x-ray to apply.

Objectives(s) at ProcurMed 2017:

- To meet with Agent/Sales Representatives.
- Preferably has experience with pain management products.
- Preferably has Contacts with headache clinics, hospitals, neurologists, and pain management doctors.